

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
P.O. Box 903447
Sacramento, CA 94203-4470

STREET ADDRESS:
1300 I Street
Sacramento, CA 95814
Telephone: (916) 323-5079

WEB SITE ADDRESS:
<http://ag.ca.gov/charities/>

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES

2002 ANNUAL FINANCIAL REPORT (California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fund-raiser: 1070 RAINY DAY VENTURES P.O. BOX 471984 SAN FRANCISCO, CA 94147-1984	Name and Address of Charitable Organization: CT No. <u>505450 8209</u> F.E.I.N. No. <u>95-2428657</u> <u>CRIA, Inc</u> Name of Charity <u>631 Howard St, Suite 300</u> Address of Charity <u>San Francisco, CA 94105</u> City, State, and ZIP Code of Charity
--	--

National Campaign ☐ California Campaign ☐

Fundraising held (on) (from) Jan 1, 20 02, to Dec 31, 20 02
(Type of Activity) (Date or dates must be shown)

Is the contract between the commercial fund-raiser and charity based upon a fee or percentage of revenue? (check one)

If other, provide brief explanation _____

Fee ☒ Percentage ☐
Other ☐

1. REVENUE

- | | | |
|---|-------|-----|
| A. Cash contributions | _____ | A. |
| B. Entertainment sales or admission charges | _____ | B. |
| C. Sales from products | _____ | C. |
| D. Advertisement sales | _____ | D. |
| E. Membership fees | _____ | E. |
| F. Other sources: (Specify) | | |
| a. _____ | _____ | Fa. |
| b. _____ | _____ | Fb. |
| c. _____ | _____ | Fc. |
| d. _____ | _____ | Fd. |

G. TOTAL REVENUE Fundraising/donations \$226,282 See attached sheets G.

2. EXPENSES

- | | | |
|-----------------------------------|-------|-----|
| A. Fees or commissions | _____ | A. |
| B. Salaries | _____ | B. |
| C. Payroll taxes | _____ | C. |
| D. Employee benefits | _____ | D. |
| E. Cost of merchandise for resale | _____ | E. |
| F. Cost of entertainment | _____ | F. |
| G. Postage | _____ | G. |
| H. Advertising | _____ | H. |
| I. Telephone | _____ | I. |
| J. Rental of equipment | _____ | J. |
| K. Facilities charge | _____ | K. |
| L. Permits | _____ | L. |
| M. Other expenses: (Specify) | | |
| a. _____ | _____ | Ma. |
| b. _____ | _____ | Mb. |
| c. _____ | _____ | Mc. |
| d. _____ | _____ | Md. |

N. TOTAL EXPENSES Fundraising expenses \$121,735 see attached sheets N.

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES

2002 ANNUAL FINANCIAL REPORT

(California Government Code Section 12599)

Page 2

3. Amount to Charity 226,282.99 3.
4. Less additional fund-raising expenses paid by charity (to be completed by charity) 121,735.73 4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) 5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) 104,547.26 6.
7. (a) Does any officer, director, partner or owner of the Commercial Fund-raiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the Commercial Fund-raiser has contracted to solicit?
- ☐ Yes ☐ No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fund-raiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization
Kim Stuart, owner	ORCA, Inc	consultant
	631 Howard St, Ste 300	
	SF, CA 94105	

(b) For each affiliation identified in 7 (a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Signature of authorized officer (Commercial Fund-raiser) Kim Stuart Printed Name fundraising consultant Title 2/27/03 Date

This report must be signed by two officers of the charitable organization for verifying the distribution.

Signature of authorized officer/director (Charity) Jose R. Padua Printed Name EXECUTIVE DIR. Title 2/27/03 Date

Frank Bittner Printed Name Controller Title 2/27/03 Date

RECEIVED
MAR 4 3 2002
Attorney General's
Registry of Charitable Trusts

RECEIVED
MAY 8 2003
Attorney General's
Registry of Charitable Trusts

402561

CRLA, INC.
2002 SUMMARY CONSOLIDATED BUDGET REPORT
As of December 31, 2002

DESCRIPTION	(A) Actual YTD	(B) Budget 2002	(C) Final Expected	(D) % Remaining	(E) Bal. Remaining	(F) Final Exp v. Budget
<u>Income (*)</u>						
1a LSC Grant Income	5,872,749	5,859,828	5,872,749	-0.22%	(12,921)	12,921
1b IOLTA Grant Income	903,276	1,042,024	849,356	13.32%	138,748	(192,668)
1c Equal Access Grant Income	684,952	699,156	684,958	2.03%	14,204	(14,198)
1d Other Grant Income	1,128,055	637,480	1,131,463	-76.96%	(490,575)	493,983
2 Donations	226,183	164,320	164,320	-37.65%	(61,863)	0
3 Attorneys Fees & Cost Awards	742,693	50,000	742,693	-1385.39%	(692,693)	692,693
4 Other Revenues	108,791	111,123	111,123	2.10%	2,332	0
5 TOTAL INCOME	9,666,699	8,563,931	9,556,662	-12.88%	(1,102,768)	992,731
<u>Personnel Expenses</u>						
6 Salary Expense	4,848,987	4,820,500	4,853,355	-0.59%	(28,487)	32,855
7 Payroll Taxes	459,945	438,594	448,565	-4.87%	(21,351)	9,971
8 Employee Benefits	780,515	698,762	761,839	-11.70%	(81,753)	63,077
9 TOTAL PERSONNEL	6,089,447	5,957,856	6,063,759	-2.21%	(131,591)	105,903
<u>Non-Personnel Expenses</u>						
10 Space Costs	887,669	817,421	896,826	-8.59%	(70,248)	79,405
11 Equipment Rent & Maintenance	149,934	154,603	173,764	3.02%	4,669	19,161
12 Supplies & Office Expenses	260,256	213,785	266,357	-21.74%	(46,471)	52,572
13 Telephone	323,986	218,696	331,269	-48.14%	(105,290)	112,573
14 Travel & Training	346,449	485,375	378,458	28.62%	138,926	(106,917)
15 Library	231,271	229,500	252,564	-0.77%	(1,771)	23,064
16 Insurance	80,375	75,250	80,366	-6.81%	(5,125)	5,116
17 Membership & Dues	40,701	31,618	39,322	-28.73%	(9,083)	7,704
18 Litigation Expenses	91,854	65,000	83,881	-41.31%	(26,854)	18,881
19 Professional Fees	571,137	563,371	563,371	-1.38%	(7,766)	0
20 Other Expenses	36,254	33,060	33,060	-9.66%	(3,194)	0
21 Capital Purchases	73,299	161,821	94,500	54.70%	88,522	(67,321)
22 TOTAL NON-PERSONNEL EXPS	3,093,185	3,049,500	3,193,738	-1.43%	(43,685)	144,238
23 TOTAL OPERATING EXPENSES	9,182,632	9,007,357	9,257,497	-1.95%	(175,276)	250,141
24 NET SURPLUS OR (DEFICIT)	484,067	(443,426)	299,165	209.17%	(927,493)	742,591

* Note: The Beginning Surplus/(Deficit) for 2002 is (\$55,718)

12-Feb-03

CRLA Fundraising Revenue 2002

Year end #'s

Solicitation	2002
Newsletter	\$ 9,892.00
Annual Report	\$ 29,108.00
San Diego Event	\$ 21,021.00
San Francisco Event	\$ 51,710.00
Los Angeles Event	\$ 24,713.00
T-shirt & book sales	(included in event revenue)
United Way	\$ 1,107.91
Holiday card 2000	\$ 5,385.00
Holiday card 2001	\$ 25,625.00
Miscellaneous	\$ 7,721.08
Unrestricted grants	\$ 50,000.00
Total	\$ 226,282.99

\$1,900

CRLA Development Expense Breakdown

2002 Fundraising Expenses

	Actual 2002
EVENTS	\$ 23,989.84
San Francisco	\$ 14,683.45
San Diego	\$ 6,125.83
Los Angeles	\$ 3,180.56
PUBLICATIONS	\$ 22,968.78
Annual Report - printing	\$ 9,829.02
Annual Report - mailing + postage	\$ 1,845.49
Noticiero - printing	\$ 6,205.64
Noticiero - mailing + postage	\$ 1,814.00
Holiday Card - printing	\$ 1,603.63
Holiday Card - mailing + postage	\$ 1,671.00
MISCELLANEOUS	\$ 6,442.94
printing invite cards, remits, envelopes, etc.	\$ 5,785.38
Books, Posters	\$ 657.56
ADMINISTRATION	\$ 69,179.17
RainyDay Ventures	\$ 66,000.00
General Office-supplies, messengers, travel, etc.	\$ 3,179.17
Mailhouse refund	\$ (845.00)
TOTAL EXPENSES	\$ 121,735.73